Worksheet[1] qualitative analysis. Phase 1
How does the MI-therapist influence the patient's motivational process?

PIN: Therapist: Number of sessions:
Date: Analyst:

ENGAGING

1. Reflections:

a.   Are the reflections 'helping'?

b.   Examples?

2. Posture, empathy, and collaboration

3. Patient perspective of health and illness and treatment ('sense making')

FOCUSING

4. Activity emphasis

5. Navigation

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[1] Based on MITS 2.1 (Allison et al., 2012), and on Berger & Villaume 2013.

EVOKING

6. Evocation
   a. OARS
   b. DARN-CT

7. Independence
   a. Freedom of choice
   b. Up taking of responsibility
   c. Experiencing control

8. Experience of discrepancy / contrasts
   a. Life goals and values, beliefs, cognitions
   b. In such a way that the patient's sense of self-worth is maintained or enhanced

9. Information and advice:
   a. Permission
   b. Neutrality
   c. Different options
   d. Checking of the patient's reaction on the information or advice

PLANNING

10. Planning
    a. Activity planning
    b. Coping planning (barriers)

Worksheet qualitative analysis. Phase 2

PIN: Therapist: Session number:

Date: Analyst:

Questions:

1. By which techniques

2. applies the therapist which clinician factors

3. to influence which client factors

4. and which mechanism of change is stimulated?

For each clinician factor, client factor, mechanism of change: indicate the code-range (code nr start – code nr end).

Hypothetical clinician factor	Hypothetical client factor	Hypothetical mechanism of change

PIN: Therapist: session number:
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Overview of hypothetical clinician factors, hypothetical client factors, hypothetical mechanisms of change in the MI-session

Hypothetical   Hypothetical   Hypothetical
clinician factors: client factors: mechanisms of change: